

Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 04977 241156Z
ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 /020 W
-----099523 242246Z /66

R 241048Z MAY 78
FM AMEMBASSY TEHRAN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8524

UNCLAS TEHRAN 4977

E.O. 11652: N/A
TAGS: BBSR, IR
SUBJ: WTDR/FTI: NATIONAL IRANIAN OIL COMPANY (NIOC)

REF: USDOC 03504

1. IRAN

OFFICE USE: 2. 507 3. BLANDK 4. 01

5. NATIONAL IRANIAN OIL COMPANY (NIOC)

6. CORNER OF TAKHT-E-JAMSHID AND HAFEZ AVENUE

7. TEHRAN

8. CONTACT: SEE ITEM (28).

9. TITLE : SEE ITEM (28)
OTHER OFFICIALS: SEE ITEM (28)

10. PHONE: 6151 11. TELEX: 2514 TN

12. CABLE: NAFTMELLI

13. ESTABL: 1951 14. EMPL: 16,570 15. SIZE: VERY LARGE
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16. REPUTATION: (Y) EXCELLENT 17. RPT DATE: 5/78
OFFICE USE: 18.NA 19. NA 20. X
21. NA 22. NA

23A. 29110 MFR. DIS. EXP. PETROLEUM REFINING PRODUCTS.

24. FOREIGN SALES: SELLS THROUGHT THE WORLD

25. FINANCIAL REFS: BANK MELLI IRAN: CENTRAL BANK OF IRAN

26. TRADE REF: NA

27. FOREIGN FIRMS REPRESENTED: NA

28. POST EVALUATION: NIOC IS A WHOLLY OWNED GOVERNMENT ENTITY, MANAGED INDEPENDENTLY AND ENTIRELY BY ITS BOARD OF DIRECTORS. IT IS AN UMBRELLA FOR A LARGE NUMBER OF SUBSIDAIRY AND JOINT VENTURE COMPANIES, EACH OF THEM HAVING THEIR OWN PROCUREMENT SYSTEMS. BASIC MATERIALS, (THOSE UTILIZED DIRECTLY IN THE LIFTING AND PROCESSING OF PETROLEUM), ARE GENERALLY PROCURED BY IROS (IRANIAN OIL SERVICES LTD.). SUPPLY OF NON-BASIC ITEMS UTILIZED IN SUPPORT SERVICES, ETC., SUCH AS ENGINEERING SERVICES FOR CONSTRUCTION, CONTRACTING, PRE-FAB. AND RLATED ITEMS ARE GENERALLY PROCURED THROUGH NIOC, ENGINEERING AND CONST- RUCTION DIVISION, HEADED BY ENG.EHSANOLLAH BOUTORABI. OTHER OFFICERS TO CONTACT IN CONNECTION WITH SUPPLY AND PROCUREMENT ARE: MR. SIAVOSH HONARI, GENERAL MANAGER, RE- FINERY ENGINEERING AND CONSTRUCTION AND MR. FOTOUHI, GENERAL MANAGER, PROCUREMENT AND COMMODITY AFFAIRS. NEVER- THELESS, THE ABOVE MENTIONED OFFICES PREFER TO DEAL DIRECTLY WITH SUPPLIERS RATHER THAN THROUGH AGENT. AL- THOUGH PRE-QUALIFICATION NOTICES MAY BE WIDELY DISSEMI- UNCLASSIFIED

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NATED FOR CONSTRUCTION PROJECTS, THE TENDER PROCESS IS MORE APT TO BE INVITATIONAL, COVERING FIRMS KNOWN TO THE WIDE SPECTRUM OF HIGHLY-TRAINED EXPATRIATES WHO ARE EMPLOYED DIRECTLY OR AS A CONSULTANTS TO VARIOUS ENTITIES WITH THE NIOC GROUP. THE BOARD OF DIRECTORS CONSISTS OF EIGHT HIGH RANKING GOVERNMENT OFFICIALS HEADED BY H.E. HOUSHANG ANSARI, EX-MINISTER OF FINANCE AND ECONOMIC AF- FAIRS . ACCORDING TO LOCAL BANKING SOURCE, NIOC HAS RE- GISTERED CAPITAL OF 100 BILLION RIALS WITH "EXCELLENT" REPUTATION. NIOC HAS EXCELLENT REPUTATION AND EMBASSY RECOMMENDS IT AS TRADE CONTACT

29. PREP: A.A. RAZBAN APPR: DAVID E. WESTLEY
SULLIVAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TEHRAN04977
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780219-1014
Format: TEL
From: TEHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780522/aaaaaskr.tel
Line Count: 108
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: e3074597-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2581276
Secure: OPEN
Status: NATIVE
Subject: WTDR/FTI: NATIONAL IRANIAN OIL COMPANY (NIOC)
TAGS: BBSR, IR
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/e3074597-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
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